From:	ehbarak <ehbarak1@gmail.com>
To:	Gary Fegel <gary@fegel.com>
CC:	
Date:	Mon, 12/7/2015 4:09:49 AM
Subject:	Re: GuardiCore update

Let's set it when we meet tomorrow. EB

Sent from my iPhone

On 7 Dec 2015, at 01:10, Gary Fegel <gary@fegel.com> wrote:

> That's Pavel, let's set up a time for a confcall
>
> On Dec 6, 2015, at 18:56, Pavel Gurvich <pavel@guardicore.com> wrote:
>
> > Dear Ehud and Gary,
> >
> > I wanted to give you a short update on GuardiCore.
> >
> > - About a month ago we have made the first part (honeypot) of our data center security platform publicly available (no longer a Beta). Since then we got one purchase order (for $54k). This is an important milestone for the company. I hope to be able to close at least one more PO before the end of this year.
> >
> > - Currently we have 10 active proof of concept installations with customers in different verticals in the US, EU and Israel, ranging from service providers (Microsoft Azure, AT&T, EE, Cellcom) to high-tech companies (Wix, Mellanox), health care providers (Austin Radiology) and government (IDF). We are working hard creating a funnel of new customers, including large financials.
> >
> > - We are starting beta trials with the second part of the data center security platform (network visibility), which gets a strong customer pull.
> >
> > - Over the course of the last few months we have expanded our senior management team:
> >
> >   - Hired Sharon Besser - a seasoned VP of Product.
> >   - Herve Bourgeois - has joined as VP of Sales EMEA
> >   - Dave Burton took over the VP Marketing role from Dror Salee who now focuses on Business Development.
> >
> > - We registered GuardiCore Inc, a US based company incorporated in Delaware.
> >
> > - We are now 36 people (32 - Israel, 3 - US, 1 - France). Current burn rate is ~$450k / month. We have about $6.5M left in the bank.
> >
> > - The Israeli Chief Scientists Office has approved an $800K grant for GuardiCore, which we intend to take (covering 12 month starting March

1, 2015).

I would love to get on a call with you to provide a deeper update on our progress when you have some time.

Kind regards,

Pavel Gurvich,
CEO
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